

Message Text

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PAGE 01 TUNIS 05210 211354Z
ACTION NEA-10

INFO OCT-01 ISO-00 AID-05 CIAE-00 EB-08 FRB-03 INR-10
NSAE-00 ICA-11 XMB-02 OPIC-03 SP-02 LAB-04 SIL-01
OMB-01 NSC-05 SS-15 STR-07 CEA-01 DOE-15 SOE-02
AGRE-00 /106 W

-----009906 220629Z /13

R 211245Z JUL 78
FM AMEMBASSY TUNIS
TO USDOC WASHDC
INFO AMEMBASSY LONDON
AMEMBASSY MANILA
AMEMBASSY PARIS
AMEMBASSY ROME
AMEMBASSY SEOUL
AMEMBASSY TOKYO
SECSTATE WASHDC 1913
DEPT OF TREASURY WASHDC

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DEPT PASS EXIMBANK

ROME FOR CIVAIR ATTACHE DWOR

E.O.11652: NA
TAGS: BTIO EAIR TS JA
SUBJ: JAPANESE INEREST INSALE /LEASE OF
BOEING 737'S TO TUNIS AIR

REF: TUNIS 5132 (NOTAL)

1. ACCORDING TO TUNIS REPRESENTATIVE OF JAPANESE ITOH,
TRADING GROUP, THERE IS GOOD POSSIBILITY FOR EARLIER
THAN PLANNED SALE OF TWO BOEING 737'S FOR TUNIS AID
IF BOEING CAN MAKE AIRCRAFT AVAILABLE BY MARCH 1979.
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SUCH DEAL WOULD BE FACILITATED BY ITOH LEADING COMPANY'S
TAKING TITLE-- AND PROVIDING BULK OF FINANCING BEYOND
EXIMBANK SHARE--USING SPECIAL GOJ FACILITY GOOD ONLY
UNTIL NEXT MARCH AND DESIGNED TO EASE UPWARD PRESSURE
ON YEN AND TO HELP FULFILL OVERALL IMPORT COMMITMENT
NEGOTIATED BETWEEN GOJ AND USG.

2. ITOH REPRESENTATIVE TOMOO NAKAYAMA SAID PROBLEM IS TO GET BOEING TO ADVANCE DELIVERY DATES FOR TUNIS AIR TO FALL WITHIN EFFECTIVE PERIOD OF GOJ FACILITY. HE SAID BOEING CURRENTLY WILL NOT PROMISE DELIVERY BEFORE SEPTMBER 1979. (NAKAYAMA SAID THERE WAS OUTSIDE POSSIBILITY THAT GOJ MIGHT EXTEND SPECIAL FACILITY BEYOND MARCH.)

3. AIRCRAFT WOULD BE MANUFACTURED TO TUNIS AIR SPECIFICATIONS AS NEGOTIATED BETWEEN IT AND BOEING. ITOH LEASE WOULD BE ESSENTIALLY A FINANCIAL TRANSACTION SIMILAR TO THOSE ALREADY NEGOTIATED WITH KOREAN AIRWAYS, PHILIPPINE AIRWAYS, BRITISH AIRWAYS AND AIR-INTER.

4. NAKAYAMA ASKED IF EMBASSY MIGHT BE ABLE TO EXERT SOME INFLUENCE WITH BOEING TO BRING OFF DEAL EVIDENTLY BENEFICIAL TO USA, JAPAN AND TUNISIA. EMBASSY OFFICER WAS NON-COMMITTAL BUT SAID HE WOULD REPORT CONVERSATION.

5. LOCAL BOEING TECH REPRESENTATIVE RICK HOWES IS NOT INVOLVED IN SALES/FINANCE BUT SUBSTANTIATES THAT: (A) CURRENT WAIT FOR DELIVERY ON NEW ORDER IS 11 TO 12 MONTHS UNLESS BUYER CAN PICK UP ON A CANCELLATION; (B) TUNIS AIR VERY PROBABLY DESIRES EARLIER DELIVERY OF 737'S TO MEET EXISTING NEED; AND (C) SPECIAL FINANCING SUCH AS DISCUSSED BY ITOH MIGHT HELP CLOSE DEAL FOR LIMITED OFFICIAL USE

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BOEING.
MULCAHY

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NNN

Message Attributes

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